CANADA

Industry Sales

ORDINARY

Face Amount (in thousands)

	1980	1981	1981/1980
January	$ 2,436,473	$ 2,467,476	101%
February	2,819,554	3,030,374	107
March	3,145,401	3,413,527	109
April	3,115,136	3,402,618	109
May	3,061,616	3,405,245	111
June	3,239,525	3,851,365	119
July	2,996,466	3,665,004	122
August	2,631,786		
September	2,885,429		
October	3,547,925		
November	3,649,922		
December	3,729,927		
Year total	$37,259,160		
Year to date	$20,814,171	$23,235,609	112%

Number of Policies

	1980	1981	1981/1980
January	68,160	63,671	93%
February	86,975	85,076	98
March	90,804	96,954	107
April	92,069	90,145	98
May	89,813	90,090	100
June	94,302	96,409	102
July	87,109	86,845	100
August	72,363		
September	83,755		
October	104,301		
November	102,154		
December	90,501		
Year total	1,062,306		
Year to date	609,232	609,190	100%

Face Amount by Province (in thousands)

	Month	Year to date	1981/1980 Month	1981/1980 Year to date
Alberta	$ 467,305	$ 2,951,236	125%	119%
British Columbia	370,054	2,449,808	116	107
Manitoba	142,934	854,383	120	105
New Brunswick	63,423	436,440	102	98
Newfoundland	44,639	259,737	137	127
Nova Scotia	77,960	514,476	109	108
Ontario	1,245,034	7,622,153	123	110
Prince Edward Is.	11,685	80,077	122	117
Quebec	1,138,590	7,408,749	125	114
Saskatchewan	103,380	658,550	121	107
Canada total	$3,665,004	$23,235,609	122%	112%

GROUP

Face Amount (in thousands)

	1980	1981	1981/1980
January	$ 1,130,678	$ 1,273,432	113%
February	1,429,436	2,672,926	187
March	2,029,081	2,210,724	109
April	1,603,988	1,464,208	91
May	904,290	1,421,568	157
June	2,318,719	2,240,971	97
July	1,689,295	1,493,753	88
August	2,153,086		
September	2,110,371		
October	1,667,875		
November	1,719,377		
December	3,511,262		
Year total	$22,267,458		
Year to date	$11,105,487	$12,777,582	115%

Ordinary Sales Results of 41 Companies

	ANNUALIZED PREMIUM (in thousands)		FACE AMOUNT (in thousands)		NUMBER OF POLICIES		PREMIUM PER $1,000		AVERAGE SIZE POLICY		PREMIUM PER POLICY		1981/1980						
	1980	1981	1980	1981	1980	1981	1980	1981	1980	1981	1980	1981	Annualized premium	Face amount	Number of policies	Premium per $1,000	Average size policy	Premium per policy	
January	$ 17,226	$ 16,798	$ 1,815,115	$ 1,803,898	50,046	45,049	$ 9.49	$ 9.31	$36,269	$40,043	$344	$373	98%	99%	90%	98%	110%	108%	January
February	20,486	20,903	2,108,901	2,273,413	64,054	62,208	9.71	9.19	32,924	36,545	320	336	102	108	97	95	111	105	February
March	22,860	23,639	2,359,698	2,498,722	66,448	66,419	9.69	9.46	35,512	37,621	344	356	103	106	100	98	106	103	March
April	21,440	23,051	2,308,760	2,567,114	66,551	66,352	9.29	8.98	34,692	38,689	322	347	108	111	100	97	112	108	April
May	21,109	22,291	2,266,562	2,533,089	65,046	65,228	9.31	8.80	34,846	38,834	325	342	106	112	100	95	111	105	May
June	23,300	24,831	2,451,470	2,868,269	69,449	69,504	9.50	8.66	35,299	41,268	335	357	107	117	100	91	117	107	June
July	20,914	23,445	2,249,299	2,732,744	63,544	62,156	9.30	8.58	35,398	43,966	329	377	112	121	98	92	124	115	July
August	17,998		1,956,119		52,059		9.20		37,575		346								August
September	19,712		2,137,079		59,850		9.22		35,707		329								September
October	25,461		2,649,823		75,960		9.61		34,884		335								October
November	25,404		2,721,997		73,915		9.33		36,826		344								November
December	27,024		2,873,553		67,495		9.40		42,574		400								December
Year total	$262,934		$27,898,376		774,417		$ 9.42		$36,025		$340								**Year total**
Year to date	$147,335	$154,958	$15,559,805	$17,277,249	445,138	436,916	$ 9.47	$ 8.97	$34,955	$39,544	$331	$355	105%	111%	98%	95%	113%	107%	**Year to date**
Group 1—Month	$ 15,819	$ 16,836	$ 1,652,608	$ 1,849,963	48,273	45,931	$ 9.57	$ 9.10	$34,235	$40,277	$328	$367	106%	112%	95%	95%	118%	112%	Group 1—Month
Year to date	$110,217	$113,639	$11,483,930	$11,926,308	336,970	326,176	$ 9.60	$ 9.53	$34,080	$36,564	$327	$348	103%	104%	97%	99%	107%	106%	Year to date
Group 2—Month	$ 3,755	$ 4,597	$ 436,794	$ 584,130	10,634	11,256	$ 8.60	$ 7.87	$41,075	$51,895	$353	$408	122%	134%	106%	92%	126%	116%	Group 2—Month
Year to date	$ 27,875	$ 29,877	$ 3,070,836	$ 3,681,762	77,193	77,543	$ 9.08	$ 8.11	$39,781	$47,480	$361	$385	107%	120%	100%	89%	119%	107%	Year to date
Group 3—Month	$ 1,340	$ 2,012	$ 159,897	$ 298,651	4,637	4,969	$ 8.38	$ 6.74	$34,483	$60,103	$289	$405	150%	187%	107%	80%	174%	140%	Group 3—Month
Year to date	$ 9,243	$ 11,442	$ 1,005,039	$ 1,669,179	30,975	33,197	$ 9.20	$ 6.85	$32,447	$50,281	$298	$345	124%	166%	107%	74%	155%	116%	Year to date

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Monthly Survey of

LIFE INSURANCE SALES IN THE UNITED STATES AND CANADA

This survey gives:

Monthly totals for the industry of ordinary sales volume, numbers of new ordinary policies, group sales volume under new or amended contracts, and—for the United States—industrial sales volume. The total ordinary sales volume in each state and province is also shown. Percent changes between the current period and the corresponding period of the previous year are shown.

Ordinary sales results of a group of companies that report three measures of sales performance—face amount (volume), annualized premiums, and number of policies. From these data, premium per $1,000, average size policy, and premium per policy, as well as trends in those statistics, are shown.

The definition of new sales excludes revivals, increases, dividend additions, reinsurance acquired, credit insurance (coverage of obligations not exceeding 120 months' duration), and products without insurance (e.g., annuities and Canadian pension bonds). The ordinary data include mass-marketed ordinary business, and the group data are based on new or amended contracts and exclude additions to current contracts.

Comparisons with Previous Year

	FACE AMOUNT		NUMBER OF POLICIES		ANNUALIZED PREMIUM	
	Current month	Year to date	Current month	Year to date	Current month	Year to date
UNITED STATES						
Ordinary	117%	116%	101%	103%	109%	111%
Group	113%	155%	—	—	—	—
Industrial	48%	55%	—	—	—	—
CANADA						
Ordinary	117%	112%	100%	100%	108%	105%
Group	74%	108%	—	—	—	—

The industry totals are estimates based on monthly reports from: 166 companies operating in the United States representing 68 percent of the 1979 new ordinary volume sold in that country, 63 percent of the number of new ordinary policies, 80 percent of the volume of new or amended group contracts, and 30 percent of the new industrial volume; 46 companies operating in Canada representing 83 percent of the 1979 new ordinary volume, 82 percent of the number of new ordinary policies, and 79 percent of the volume of new or amended group contracts.

The 146 companies operating in the United States for which the monthly sales results for premiums, policies, volume, and their derived statistics are reported represent 67 percent of the 1979 United States ordinary volume and 61 percent of the ordinary policies sold; the 41 companies operating in Canada represent 77 percent of the 1979 Canadian ordinary volume and 75 percent of the policies. Since no industry data are available on total new ordinary premiums sold, the proportion of the premium total of each country represented by these companies cannot be determined. The business of these contributors may not represent the industry proportions of participating and nonparticipating policies and of term and permanent insurance sold; therefore, statistics (such as premium per $1,000) derived from the experience of the contributors may not represent the experience of the industry as a whole.

The groupings of companies and departments are maintained for five-year periods to allow examination of trends; currently they are based on amount of ordinary life insurance in force in the country on January 1, 1978. The in force categories and, in parentheses, the number of contributing companies or departments in each:

UNITED STATES

Ordinary companies or departments

Group 1—$10 billion or more (20)
Group 2—$4 billion to $10 billion (23)
Group 3—$2 billion to $4 billion (27)
Group 4—$1 billion to $2 billion (25)
Group 5—$500 million to $1 billion (18)
Group 6—Less than $500 million (22)

Home service companies or departments

Group 7—$25 billion or more (2)
Group 8—$5 billion to $25 billion (4)
Group 9—Less than $5 billion (16)

CANADA

Group 1—$2 billion or more (14)
Group 2—$700 million to $2 billion (14)
Group 3—Less than $700 million (13)

Industry Sales

ORDINARY

Face Amount (in millions)

	1980	1981	1981/1980
January	$ 25,058	$ 27,468	110%
February	26,838	30,352	113
March	30,459	36,537	120
April	31,618	37,055	117
May	30,764	34,282	111
June	31,217	38,445	123
July	30,373	35,776	118
August	29,348	34,420	117
September	30,635		
October	34,215		
November	30,751		
December	39,837		
Year total	$371,113		
Year to date	$235,675	$274,335	116%

Number of Policies (in thousands)

	1980	1981	1981/1980
January	987	984	100%
February	1,107	1,145	103
March	1,229	1,379	112
April	1,201	1,267	105
May	1,168	1,166	100
June	1,190	1,261	106
July	1,142	1,124	98
August	1,133	1,147	101
September	1,176		
October	1,291		
November	1,126		
December	1,249		
Year total	13,999		
Year to date	9,157	9,473	103%

Face Amount by State (in thousands)

	Month	Year to date	1981/1980 Month	1981/1980 Year to date
Alabama	$ 647,398	$5,199,052	119%	120%
Alaska	65,338	533,728	123	114
Arizona	465,985	3,631,564	117	119
Arkansas	275,575	2,204,721	113	117
California	4,127,246	31,573,547	129	119
Colorado	584,588	4,880,769	104	119
Connecticut	550,435	4,219,263	128	118
Delaware	90,985	752,308	122	118
D.C.	95,840	807,413	106	103
Florida	1,693,927	13,124,697	123	122
Georgia	1,054,502	7,928,590	122	116
Hawaii	206,703	1,468,987	138	114
Idaho	147,632	1,221,411	122	116
Illinois	1,660,193	13,854,369	115	111
Indiana	782,035	6,120,970	118	116
Iowa	483,149	3,846,549	117	117
Kansas	417,562	3,214,625	123	117
Kentucky	391,136	3,362,986	113	112
Louisiana	844,218	6,577,622	127	125
Maine	114,607	931,961	117	107
Maryland	642,357	5,138,064	116	119
Massachusetts	727,101	5,866,999	118	115
Michigan	879,990	7,451,652	113	110
Minnesota	581,108	4,713,594	108	111
Mississippi	340,172	2,780,486	112	128
Missouri	666,826	5,345,219	110	115
Montana	$ 102,640	$ 881,383	111%	112%
Nebraska	322,172	2,516,020	121	121
Nevada	129,699	1,016,647	97	112
New Hampshire	127,905	1,040,474	117	113
New Jersey	1,118,550	8,854,709	113	110
New Mexico	185,665	1,460,937	127	114
New York	2,046,556	17,703,350	109	114
North Carolina	857,092	6,848,909	116	117
North Dakota	113,623	1,006,446	124	112
Ohio	1,431,502	11,856,849	115	112
Oklahoma	559,266	4,517,002	108	124
Oregon	358,373	2,739,810	123	115
Pennsylvania	1,382,502	11,420,442	99	108
Rhode Island	176,889	1,272,834	142	118
South Carolina	477,216	3,733,007	112	115
South Dakota	123,769	973,269	128	114
Tennessee	648,569	5,327,405	109	116
Texas	2,909,778	22,827,669	121	123
Utah	389,918	2,754,353	141	131
Vermont	57,645	473,755	114	106
Virginia	910,716	6,970,085	121	120
Washington	591,532	4,676,164	121	116
West Virginia	191,244	1,455,774	113	112
Wisconsin	611,578	4,654,918	112	110
Wyoming	59,312	601,711	111	110
U.S. TOTAL	$34,420,319	$274,335,068	117%	116%

GROUP

Face Amount (in millions)

	1980	1981	1981/1980
January	$ 13,345	$ 13,596	102%
February	10,483	12,462	119
March	15,320	15,589	102
April	10,099	11,010	109
May	9,602	12,837	134
June	14,932	57,713*	387
July	12,172	16,670	137
August	15,023	17,043	113
September	14,146		
October	12,156		
November	12,265		
December	30,641		
Year total	$170,184		
Year to date	$100,976	$156,920	155%

*Includes $40,000 million FEGLI

INDUSTRIAL

Face Amount (in millions)

	1980	1981	1981/1980
January	$ 293	$ 157	54%
February	324	154	47
March	354	219	62
April	346	189	55
May	291	202	69
June	276	133	48
July	257	133	52
August	273	131	48
September	274		
October	218		
November	196		
December	173		
Year total	$3,275		
Year to date	$2,414	$1,318	55%

UNITED STATES

Ordinary Sales Results of 146 Companies

	ANNUALIZED PREMIUM (in thousands)		FACE AMOUNT (in thousands)		NUMBER OF POLICIES		PREMIUM PER $1,000		AVERAGE SIZE POLICY		PREMIUM PER POLICY		1981/1980						
	1980	1981	1980	1981	1980	1981	1980	1981	1980	1981	1980	1981	Annualized premium	Face amount	Number of policies	Premium per $1,000	Average size policy	Premium per policy	
January	$ 227,503	$ 242,415	$ 16,875,280	$ 18,499,764	609,435	606,807	$13.48	$13.10	$27,690	$30,487	$373	$399	107%	110%	100%	97%	110%	107%	January
February	232,927	252,466	17,980,662	20,420,124	677,666	700,259	12.95	12.36	26,533	29,161	344	361	108	114	103	95	110	105	February
March	264,965	302,041	20,381,905	24,599,866	748,439	844,583	13.00	12.28	27,233	29,127	354	358	114	121	113	94	107	101	March
April	262,296	300,253	21,156,140	25,028,758	734,798	781,540	12.40	12.00	28,792	32,025	357	384	114	118	106	97	111	108	April
May	254,766	278,529	20,558,531	23,025,557	720,122	714,174	12.39	12.10	28,549	32,241	354	390	109	112	99	98	113	110	May
June	266,197	310,209	20,847,993	25,743,267	732,662	770,034	12.77	12.05	28,455	33,431	363	403	117	123	105	94	117	111	June
July	259,592	284,233	20,291,956	23,909,752	705,776	691,449	12.79	11.89	28,751	34,579	368	411	109	118	98	93	120	112	July
August	248,132	271,493	19,629,334	23,026,171	701,690	700,086	12.64	11.79	27,974	32,890	354	388	109	117	100	93	118	110	August
September	261,072		20,518,227		727,722		12.72		28,195		359								September
October	280,811		22,832,638		780,016		12.30		29,272		360								October
November	257,535		20,611,219		688,606		12.49		29,932		374								November
December	344,275		26,592,675		763,071		12.95		34,850		451								December
Year total	$3,160,071		$248,276,560		8,590,003		$12.73		$28,903		$368								**Year total**
Year to date	$2,016,378	$2,241,639	$157,721,801	$184,253,259	5,630,588	5,808,932	$12.78	$12.17	$28,012	$31,719	$358	$386	111%	117%	103%	95%	113%	108%	**Year to date**

124 Ordinary Companies and 11 Ordinary Departments of Home Service Companies

Total group																			**Total group**
Month	$ 196,414	$ 208,417	$ 15,867,326	$ 19,122,277	405,566	395,190	$12.38	$10.90	$39,124	$48,388	$484	$527	106%	121%	97%	88%	124%	109%	**Month**
Year to date	$1,620,024	$1,769,799	$128,429,692	$152,891,975	3,451,158	3,414,500	$12.61	$11.58	$37,214	$44,777	$469	$518	109%	119%	99%	92%	120%	110%	**Year to date**
Group 1—Month	$ 121,287	$ 128,866	$ 9,583,433	$ 11,656,792	259,279	249,376	$12.66	$11.06	$36,962	$46,744	$468	$517	106%	122%	96%	87%	126%	110%	Group 1—Month
Year to date	$1,030,266	$1,108,289	$ 79,067,013	$ 92,926,992	2,205,581	2,163,602	$13.03	$11.93	$35,849	$42,950	$467	$512	108%	118%	98%	92%	120%	110%	Year to date
Group 2—Month	$ 40,576	$ 39,576	$ 3,049,201	$ 3,243,814	66,389	62,557	$13.31	$12.20	$45,929	$51,854	$611	$633	98%	106%	94%	92%	113%	104%	Group 2—Month
Year to date	$ 305,442	$ 332,782	$ 23,458,069	$ 26,676,520	556,327	541,991	$13.02	$12.47	$42,166	$49,219	$549	$614	109%	114%	97%	96%	117%	112%	Year to date
Group 3—Month	$ 18,056	$ 21,778	$ 1,613,665	$ 2,257,025	40,832	42,272	$11.19	$ 9.65	$39,520	$53,393	$442	$515	121%	140%	104%	86%	135%	117%	Group 3—Month
Year to date	$ 153,874	$ 180,789	$ 13,260,467	$ 18,170,848	364,141	369,668	$11.60	$ 9.95	$36,416	$49,155	$423	$489	117%	137%	102%	86%	135%	116%	Year to date
Group 4—Month	$ 11,039	$ 11,685	$ 1,050,965	$ 1,228,440	22,622	21,799	$10.50	$ 9.51	$46,458	$56,353	$488	$536	106%	117%	96%	91%	121%	110%	Group 4—Month
Year to date	$ 86,484	$ 98,295	$ 8,248,363	$ 9,411,832	189,154	187,953	$10.48	$10.44	$43,607	$50,075	$457	$523	114%	114%	99%	100%	115%	114%	Year to date
Group 5—Month	$ 3,138	$ 4,057	$ 314,641	$ 439,949	9,338	12,341	$ 9.97	$ 9.22	$33,695	$35,649	$336	$329	129%	140%	132%	92%	106%	98%	Group 5—Month
Year to date	$ 26,239	$ 30,630	$ 2,489,733	$ 3,348,235	82,901	93,543	$10.54	$ 9.15	$30,033	$35,794	$317	$327	117%	134%	113%	87%	119%	103%	Year to date
Group 6—Month	$ 2,318	$ 2,455	$ 255,421	$ 296,257	7,106	6,845	$ 9.08	$ 8.29	$35,944	$43,281	$326	$359	106%	116%	96%	91%	120%	110%	Group 6—Month
Year to date	$ 17,719	$ 19,014	$ 1,906,047	$ 2,357,548	53,054	57,743	$ 9.30	$ 8.07	$35,927	$40,828	$334	$329	107%	124%	109%	87%	114%	99%	Year to date

22 Home Service Companies and Departments

Excluding weekly premium ordinary

Total group																			**Total group**
Month	$ 49,696	$ 59,954	$ 3,700,351	$ 3,836,367	274,502	275,021	$13.43	$15.63	$13,480	$13,949	$181	$218	121%	104%	100%	116%	103%	120%	**Month**
Year to date	$ 382,892	$ 446,152	$ 28,834,559	$ 30,761,560	2,027,382	2,137,264	$13.28	$14.50	$14,223	$14,393	$189	$209	117%	107%	105%	109%	101%	111%	**Year to date**
Group 7—Month	$ 26,960	$ 31,279	$ 2,278,795	$ 2,211,247	105,653	104,142	$11.83	$14.15	$21,569	$21,233	$255	$300	116%	97%	99%	120%	98%	118%	Group 7—Month
Year to date	$ 210,122	$ 247,253	$ 17,992,137	$ 18,308,105	829,813	875,233	$11.68	$13.51	$21,682	$20,918	$253	$282	118%	102%	105%	116%	96%	111%	Year to date
Group 8—Month	$ 11,440	$ 12,807	$ 627,610	$ 781,069	79,415	70,644	$18.23	$16.40	$ 7,903	$11,056	$144	$181	112%	124%	89%	90%	140%	126%	Group 8—Month
Year to date	$ 89,639	$ 101,940	$ 5,329,672	$ 6,378,888	600,701	610,712	$16.82	$15.98	$ 8,872	$10,445	$149	$167	114%	120%	102%	95%	118%	112%	Year to date
Group 9—Month	$ 11,296	$ 15,868	$ 793,946	$ 844,051	89,434	100,235	$14.23	$18.80	$ 8,877	$ 8,421	$126	$158	140%	106%	112%	132%	95%	125%	Group 9—Month
Year to date	$ 83,131	$ 96,959	$ 5,512,750	$ 6,074,567	596,868	651,319	$15.08	$15.96	$ 9,236	$ 9,327	$139	$149	117%	110%	109%	106%	101%	107%	Year to date

Weekly premium ordinary

Month	$ 2,022	$ 3,122	$ 61,657	$ 67,527	21,622	29,875	$32.79	$46.23	$ 2,852	$ 2,260	$ 94	$105	154%	110%	138%	141%	79%	112%	**Month**
Year to date	$ 13,462	$ 25,688	$ 457,550	$ 599,724	152,048	257,168	$29.42	$42.83	$ 3,009	$ 2,332	$ 89	$100	191%	131%	169%	146%	78%	112%	**Year to date**

CANADA

Industry Sales

ORDINARY

	Face Amount (in thousands)			Number of Policies		
	1980	1981	1981/1980	1980	1981	1981/1980
January	$ 2,436,473	$ 2,467,476	101%	68,160	63,671	93%
February	2,819,554	3,030,374	107	86,975	85,076	98
March	3,145,401	3,413,527	109	90,804	96,954	107
April	3,115,136	3,402,618	109	92,069	90,145	98
May	3,061,616	3,405,245	111	89,813	90,090	100
June	3,239,525	3,851,365	119	94,302	96,409	102
July	2,996,466	3,665,004	122	87,109	86,845	100
August	2,631,786	3,078,151	117	72,363	72,160	100
September	2,885,429			83,755		
October	3,547,925			104,301		
November	3,649,922			102,154		
December	3,729,927			90,501		
Year total	$37,259,160			1,062,306		
Year to date	$23,445,957	$26,313,760	112%	681,595	681,350	100%

Face Amount by Province (in thousands)

	Month	Year to date	1981/1980 Month	1981/1980 Year to date
Alberta	$ 426,695	$ 3,377,931	136%	121%
British Columbia	319,798	2,769,606	107	107
Manitoba	114,661	969,044	114	106
New Brunswick	56,944	493,384	110	99
Newfoundland	37,506	297,243	146	129
Nova Scotia	60,316	574,792	110	108
Ontario	1,015,097	8,637,250	118	111
Prince Edward Is.	12,454	92,531	201	124
Quebec	944,131	8,352,880	113	114
Saskatchewan	90,549	749,099	105	107
Canada total	$3,078,151	$26,313,760	117%	112%

GROUP

	Face Amount (in thousands)		
	1980	1981	1981/1980
January	$ 1,130,678	$ 1,273,432	113%
February	1,429,436	2,672,926	187
March	2,029,081	2,210,724	109
April	1,603,988	1,464,208	91
May	904,290	1,421,568	157
June	2,318,719	2,240,971	97
July	1,689,295	1,493,753	88
August	2,153,086	1,602,991	74
September	2,110,371		
October	1,667,875		
November	1,719,377		
December	3,511,262		
Year total	$22,267,458		
Year to date	$13,258,573	$14,380,573	108%

Ordinary Sales Results of 41 Companies

	ANNUALIZED PREMIUM (in thousands)		FACE AMOUNT (in thousands)		NUMBER OF POLICIES		PREMIUM PER $1,000		AVERAGE SIZE POLICY		PREMIUM PER POLICY		1981/1980 Annualized premium	1981/1980 Face amount	1981/1980 Number of policies	1981/1980 Premium per $1,000	1981/1980 Average size policy	1981/1980 Premium per policy	
	1980	1981	1980	1981	1980	1981	1980	1981	1980	1981	1980	1981							
January	$ 17,226	$ 16,798	$ 1,815,115	$ 1,803,898	50,046	45,049	$ 9.49	$ 9.31	$36,269	$40,043	$344	$373	98%	99%	90%	98%	110%	108%	January
February	20,486	20,903	2,108,901	2,273,413	64,054	62,208	9.71	9.19	32,924	36,545	320	336	102	108	97	95	111	105	February
March	22,860	23,639	2,359,698	2,498,722	66,448	66,419	9.69	9.46	35,512	37,621	344	356	103	106	100	98	106	103	March
April	21,440	23,051	2,308,760	2,567,114	66,551	66,352	9.29	8.98	34,692	38,689	322	347	108	111	100	97	112	108	April
May	21,109	22,291	2,266,562	2,533,089	65,046	65,228	9.31	8.80	34,846	38,834	325	342	106	112	100	95	111	105	May
June	23,300	24,831	2,451,470	2,868,269	69,449	69,504	9.50	8.66	35,299	41,268	335	357	107	117	100	91	117	107	June
July	20,914	23,445	2,249,299	2,732,744	63,544	62,156	9.30	8.58	35,398	43,966	329	377	112	121	98	92	124	115	July
August	17,998	19,404	1,956,119	2,306,481	52,059	51,465	9.20	8.41	37,575	44,816	346	377	108	118	99	91	119	109	August
September	19,712		2,137,079		59,850		9.22		35,707		329								September
October	25,461		2,649,823		75,960		9.61		34,884		335								October
November	25,404		2,721,997		73,915		9.33		36,826		344								November
December	27,024		2,873,553		67,495		9.40		42,574		400								December
Year total	$262,934		$27,898,376		774,417		$ 9.42		$36,025		$340								**Year total**
Year to date	$165,333	$174,362	$17,515,924	$19,583,730	497,197	488,381	$ 9.44	$ 8.90	$35,229	$40,099	$333	$357	105%	112%	98%	94%	114%	107%	**Year to date**
Group 1—Month	$ 13,372	$ 13,820	$ 1,422,302	$ 1,548,060	38,581	37,316	$ 9.40	$ 8.93	$36,865	$41,485	$347	$370	103%	109%	97%	95%	113%	107%	Group 1—Month
Year to date	$123,589	$127,459	$12,906,232	$13,474,368	375,551	363,492	$ 9.58	$ 9.46	$34,366	$37,069	$329	$351	103%	104%	97%	99%	108%	107%	Year to date
Group 2—Month	$ 3,434	$ 3,998	$ 395,465	$ 518,286	9,516	9,889	$ 8.68	$ 7.71	$41,558	$52,410	$361	$404	116%	131%	104%	89%	126%	112%	Group 2—Month
Year to date	$ 31,309	$ 33,875	$ 3,466,301	$ 4,200,048	86,709	87,432	$ 9.03	$ 8.07	$39,976	$48,038	$361	$387	108%	121%	101%	89%	120%	107%	Year to date
Group 3—Month	$ 1,192	$ 1,586	$ 138,352	$ 240,135	3,962	4,260	$ 8.62	$ 6.60	$34,920	$56,370	$301	$372	133%	174%	108%	77%	161%	124%	Group 3—Month
Year to date	$ 10,435	$ 13,028	$ 1,143,391	$ 1,909,314	34,937	37,457	$ 9.13	$ 6.82	$32,727	$50,973	$299	$348	125%	167%	107%	75%	156%	116%	Year to date

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